

## Message Text

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PAGE 01 NEW DE 09939 241035Z

15

ACTION EB-07

INFO OCT-01 NEA-10 ISO-00 XMB-02 COME-00 TRSE-00 OMB-01

CIAE-00 INR-07 NSAE-00 /028 W  
----- 049182

R 240936Z JUL 75

FM AMEMBASSY NEW DELHI

TO SECSTATE WASHDC 0141

LIMITED OFFICIAL USE NEW DELHI 9939

PASS EXIM BANK

E.O. 11652: N/A

TAGS: BEXP, IN

SUBJ: POSSIBLE SALES OPPORTUNITY FOR U.S. HELICOPTERS

1. WE UNDERSTAND THAT THE OIL & NATURAL GAS COMMISSION (ONGC) INTENDS TO MOVE AHEAD WITH PLANS TO PURCHASE HELICOPTERS FOR SERVICING OFFSHORE OIL RIGS IN BOMBAY HIGH. THE ONGC HAS ASKED SIKORSKY TO QUOTE ON ITS 26-PASSENGER S-61N MARK II MACHINES.

2. THE COMPANY HAS ASKED FOR AN INDICATION AS TO WHETHER EXIM BANK FINANCING MIGHT BE AVAILABLE ON STANDARD TERMS. IF SO, THE COMPANY WILL REQUEST A PRELIMINARY COMMITMENT AS SOON AS REPRESENTATIVE RETURNS TO THE U.S. HE ESTIMATES THE VALUE OF THE BUSINESS TO BE \$4 MILLION FOR ONE MACHINE, \$10 MILLION FOR THREE MACHINES.

3. ONGC HAS ALSO ASKED THE FRENCH FOR QUOTATIONS ON THE SA-330 AND SA-321, THE BRITISH ON WESTLAND SEAKING MACHINES, AND THE SOVIETS ON THE MI-8'S.

4. IN LINE WITH EARLIER EMBASSY DISCUSSIONS WITH EXIM, UNLESS INSTRUCTED OTHERWISE, WE PLAN TO TELL ONGC THAT EXIM IS PREPARED TO CONSIDER POSITIVELY SPECIFIC PROPOSALS FOR PARTICIPATION IN THE FINANCING OF EXPORTS OF U.S. HELICOPTERS AS IT HAS DONE IN OTHER AIRCRAFT SALES TO AIR INDIA AND INDIAN AIRLINES. SINCE ONGC  
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IS A GOI CORPORATION THE ISSUE OF GUARANTEES OTHER THAN OF THE

GOI DOES NOT ARISE. OF COURSE THE SPECIFIC TERMS AND EXTENT OF  
PARTICIPATION OF EXIM CANNOT BE DETERMINED IN ADVANCE AND MUST  
BE THE SUBJECT OF CONSULTATIONS BETWEEN THE BUYER, SELLER AND  
EXIM.  
SAXBE

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 24 JUL 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** KelleyW0  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Office:** ACTION EB  
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**Original Handling Restrictions:** n/a  
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**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** KelleyW0  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 06 AUG 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <06 AUG 2003 by ElyME>; APPROVED <01 DEC 2003 by KelleyW0>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
06 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** POSSIBLE SALES OPPORTUNITY FOR U.S. HELICOPTERS  
**TAGS:** BEXP, IN  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006